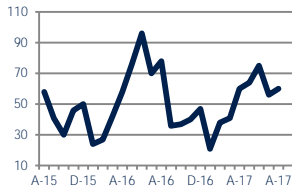


Focus On: Potomac Housing Market

August 2017

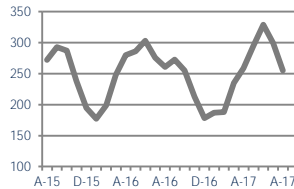
Zip Code(s): 20854

Units Sold
60



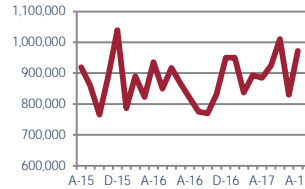
Down -23%
Vs. Year Ago

Active Inventory
255



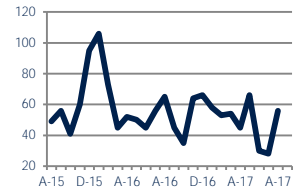
Down -2%
Vs. Year Ago

Median Sale Price
\$971,750



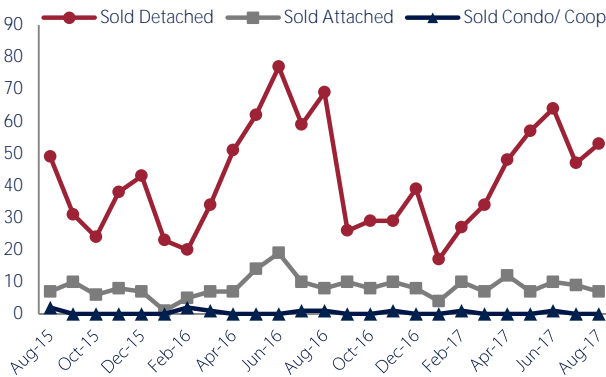
Up 19%
Vs. Year Ago

Days On Market
56



Down -14%
Vs. Year Ago

Units Sold*



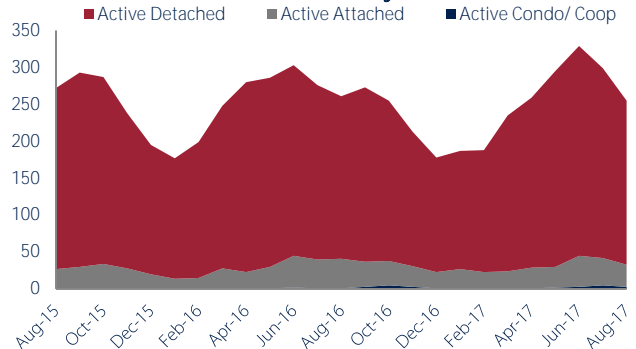
Units Sold

There was an increase in total units sold in August, with 60 sold this month in Potomac versus 56 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 23% versus August 2016.

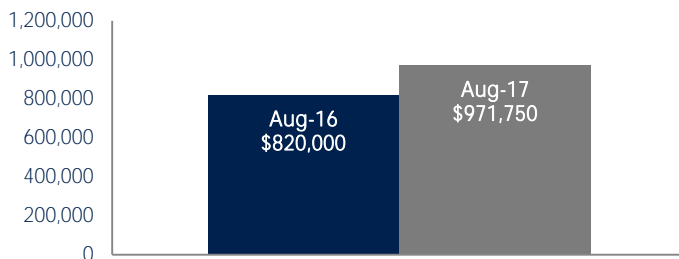
Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 2%. The total number of active inventory this August was 255 compared to 261 in August 2016. This month's total of 255 is lower than the previous month's total supply of available inventory of 299, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Potomac Homes was \$820,000. This August, the median sale price was \$971,750, an increase of 19% or \$151,750 compared to last year. The current median sold price is 17% higher than in July.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

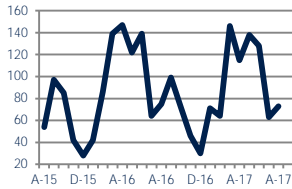


Focus On: Potomac Housing Market

August 2017

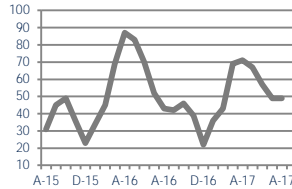
Zip Code(s): 20854

New Listings
73



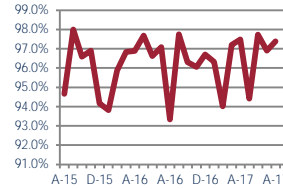
Down -3%
Vs. Year Ago

Current Contracts
49



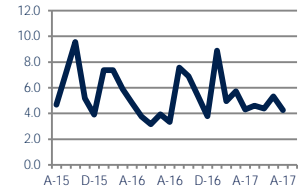
Up 14%
Vs. Year Ago

Sold Vs. List Price
97.4%



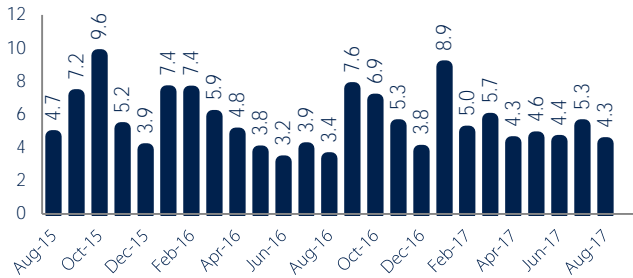
Up 4.3%
Vs. Year Ago

Months of Supply
4.3



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

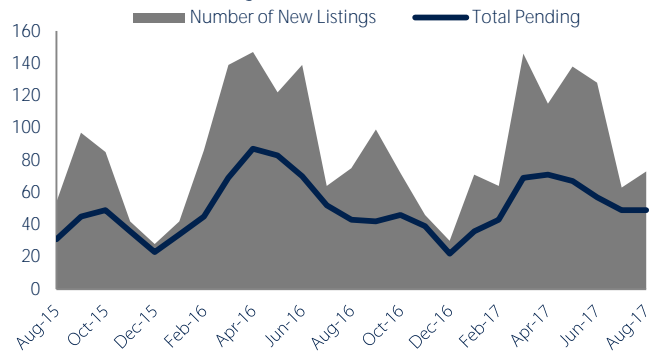
In August, there was 4.3 months of supply available in Potomac, compared to 3.3 in August 2016. That is an increase of 27% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

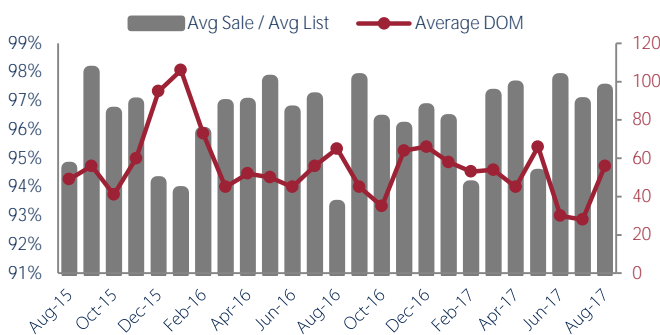
New Listings & Current Contracts

This month there were 73 homes newly listed for sale in Potomac compared to 75 in August 2016, a decrease of 3%. There were 49 current contracts pending sale this August compared to 43 a year ago. The number of current contracts remained stable as compared to last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Potomac was 97.4% of the average list price, which is 4.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 65, a decrease of 14%.